

USDA Foreign Agricultural Service

# GAIN Report

Global Agricultural Information Network

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## **Argentina**

### **Citrus Semi-annual**

### **Lemon, Orange, and Tangerine Semi-annual Report**

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**Report Highlights:**

Marketing year (MY) 2013/2014 fresh lemon production is estimated at 750,000 MT, the same level of USDA's official estimates but drastically reduced from the previous year. Frosts during the winter of 2013 and a drought affected most of the country's growing areas throughout 2013. Exports are expected to decrease to 180,000 MT given the production decline and a delay in the beginning of the harvest. Consumption is up from USDA's estimate but remains rather steady over the long term as lemon domestic demand tends to be inelastic. Fresh orange production showed a significant increase, up 150,000 from USDA estimate, as plants recuperated from last year's frost. Tangerine production is up slightly from USDA's estimate but is stable from last year's production. A delay in the harvest, lack of competitiveness in the export market, and high domestic prices decreased exports of oranges and in turn increased both domestic consumption and oranges used for

processing. Orange consumption is forecast to increase to 410,000 MT, and exports are estimated to decrease to 50,000 MT. Orange for processing is expected to double to 240,000 MT as a result of larger production and smaller exports. Tangerine domestic consumption is estimated to increase to 150,000 MT due to larger production, and exports are projected to remain stable at 90,000 MT. Tangerine for processing is projected to almost double to 60,000 MT due to an increase in production.

**Executive Summary:**

For MY 2013/2014, fresh lemon production is estimated to remain unchanged at 750,000 MT from official estimates, down by 45 percent compared to the previous year due to frosts during the winter of 2013, which reduced fruit volumes and damaged a significant number of trees, and a drought that affected most of the country's growing areas throughout 2013. Lemon exports will decrease to 180,000 MT, down 70,000 MT from official estimates, as a result of smaller production. Moreover, the lemon harvest was delayed due to excess rains during April-May 2014. Post estimates an increase in consumption to 70,000 MT from official estimates although over the long term it tends to be inelastic.

Fresh orange production for MY 2013/2014 is expected to increase to 700,000 MT, up 150,000 MT from official estimates, as plants recuperated well from last year's frosts, and consumption is estimated to increase to 410,000 MT due to larger production and smaller exports. Exports are forecast to decrease to 50,000 MT due to a delayed harvest, low competitiveness in international markets, and high domestic prices. Orange for processing is estimated to double to 240,000 MT as a result of larger production and smaller exports.

Post estimates fresh tangerine production for MY 2013/2014 to increase to 300,000 MT, up 40,000 MT from official estimates, in line with revisions carried out by the private sector. Tangerine consumption is estimated at 150,000 MT, up 15,000 MT from official estimates, as a result of larger production, and exports are expected to remain unchanged at 90,000 MT. Tangerine for processing is forecast to almost double to 60,000 MT due to an increase in production.

**Commodities:**

Lemons, Fresh

Oranges, Fresh

Tangerines/Mandarins, Fresh

**Production:**

For MY 2013/2014, fresh lemon production is estimated to remain unchanged at 750,000 MT from USDA official estimates, down 45 percent from the previous year due to severe frosts during the winter of 2013, which reduced fruit volumes and damaged a significant number of trees, and a drought that affected most of the country's growing areas throughout 2013. In addition, the lemon harvest was delayed about 20 days due to excess rains during April-May 2014. Post increased production estimates for MY 2012/2013 to 1.35 MMT, in line with revisions of data by private sources. Main lemon varieties grown in Argentina are Genova and Eureka.

Fresh orange production for MY 2013/2014 is forecast at 700,000 MT, up 150,000 Mt from USDA official estimates, and fresh tangerine production is projected at 300,000 MT, up 40,000 MT from official estimates. As reported by private sources, the plants recuperated well from the effects of the frost that affected the main sweet citrus growing region of Argentina in June 2012 and fruit volumes resulted above expected levels. Post revised production for MY 2012/2013 to 550,000 MT for oranges, and to 300,000 MT for tangerines, up 50,000 MT for both fruit compared to official estimates. The main orange varieties grown in Argentina are: Navetina, Salustiana, Washington Navel, Navel Late, Valencia Seedless, and Valencia Late; main tangerine varieties:

Clementina, Clemenvilla, Ellendale, Malvasio, Montenegrina, Murcott, and Ortanique (Source: Federcitrus). Overall, the citrus sweet varieties that have been expanding faster are seedless varieties, such as Tango for oranges, and Clementines and Clemenules for tangerines.

One of the main concerns affecting the citrus sector in Argentina continues to be increasing production costs (especially, labor, inputs, energy, inland and ocean freight) as a result of a high inflation rate (between 20-30 percent during the past seven years, and estimated around 40 percent for 2014) which causes a significant loss of competitiveness for local exporters. (The salary increase reached 32 percent in 2014 plus an additional attendance bonus at the end of the season for workers attending work about 80 percent of his/her regular duty. In 2013, the increase was agreed upon 23 percent with the lemon sector, and about 24 percent with the sweet citrus sector.) Intermittent strikes by both SENASA and customs inspectors have disrupted trade over the past few years.

On February 26, 2014, the Agricultural Emergency Status for the Citrus Sector of the Province of Tucuman was declared by Decree No. 326, which was published in the Official Bulletin (it is expected to be approved soon for the whole country). This measure is meant to benefit all citrus producers whose 2013/2014 production has been reduced by at least 50 percent due to bad weather conditions through the granting of loans by official banks, tax exemptions, facilitation of VAT (value-added-tax) returns and export rebates, etc.

During the past few years, the Government of Argentina (GoA) reduced gas supplies to major industrial operations in the country to assure household gas supplies during winter (months of May to September). Gas is mostly used in lemon processing during this period, when lemon processing plants are in full operation. In the Province of Tucuman, main lemon growing region in the country, gas supplies were significantly reduced in the past and the government has announced new reductions which have already started to be implemented. Gas supplies are expected to continue to be scarce as no major gas investments are being planned to overcome this energy problem. The Governor of Tucuman Province requested that the province be exempted from gas rationing during the processing season. Although this is becoming an increasingly serious problem, so far, the local industry has not been significantly affected. A few of the leading lemon industries have developed operations which recycle industry waste into gas. However, the industry is far from becoming self-sufficient in gas supplies.

*Area Planted:*

For MY 2013/2014, area planted to lemons is estimated to remain unchanged at 49,500 hectares, in-line with USDA official estimates, as producers will only invest in plant replacement to overcome the effect of the frosts, and will only invest in land marginally. Lemon production used to compete with sugar cane production in the Province of Tucuman. However in the past few years this trend has slowed despite the challenges in the sugar cane and bioethanol industries.

Currently, ethanol producers are facing environmental contamination issues, and the sugar industry has not been making significant investments due to the decrease of international sugar prices and high production costs. Lemon production also competes, although to a lesser extent, with urban expansion and soybean production, which has grown in marginal areas. According to private sources, the Argentine lemon sector is not expected to expand significantly through land investment but through the incorporation of new genetic material, which would improve yields.

For MY 2013/2014 and MY 2012/2013, Post increased area planted to oranges and tangerines to 46,100 hectares and 33,900 hectares, respectively, as a result of the National Institute of Agricultural Technology's (INTA in Spanish) latest official statistics. In MY 2013/2014, area is expected to remain unchanged for both citrus fruits, compared to the previous year.

*Processing:*

For 2013/2014, fresh lemon for processing is estimated to increase to 500,000 MT from previous official estimates, due to smaller exports and high prices paid for lemon by-products. For MY 2012/2013, it was increased to 996,000 MT as a result of larger production.

Fresh orange for processing in MY 2013/2014 is expected to double to 240,000 MT from official estimates as a result of larger production and smaller exports. In MY 2012/2013, it increased to 113,000 MT, up 23,000 MT from official estimates, as a result of larger production. Fresh tangerine for processing in MY 2013/2014 is estimated to almost double to 60,000 MT, compared to official estimates, due to an increase in production. For MY 2012/2013, it increased by 100 percent from official estimates, up from 30,000 MT to 63,000 MT, due to larger production and smaller exports.

Over 50 percent of total lemon production in Argentina is processed by four plants, of which three are located in the Province of Tucuman, and one in the Province of Salta. In addition, there are about 35 high-tech packing citrus plants which are approved for export by the Argentine sanitary authorities.

*Investment:*

After recuperating from the severe effects of last year's frosts in the main lemon growing region of Argentina, investment in land devoted for lemon production is expected to continue to expand marginally, especially in the Provinces of Salta and Jujuy. In addition, two new packing and processing plants became operational in 2012 in Tucuman. Investment is due to the potential opening of significant export markets, such as the U.S. and China, for fresh lemons and the expansion of leading beverage companies in Asia. Despite the lack of profitability and the domestic economic crisis that the lemon sector is undergoing, larger producers continue to invest in new lemon trees to replace old trees, and genetic materials with the objective of improving productivity. Tree replacement is carried out at an average annual rate of five percent.

**Consumption:**

Fresh lemon domestic demand tends to be inelastic and consumption does not typically vary much over time, unlike oranges and tangerines, which are often substituted by other types of fruit depending on the price.

However, Post's estimate for MY 2013/2014 is up from USDA official estimate to 70,000 MT. Consumption in MY 2012/2013 was increased to 75,000 MT as a result to larger production.

For MY 2013/2014, fresh orange domestic consumption is projected to increase to 410,000 MT from USDA official estimates due to larger production and smaller exports. For MY 2012/2013, consumption increased to 360,000 MT, up 20,000 MT, as a result of larger production than initially expected.

Tangerine domestic consumption in MY 2013/2014 is forecast to increase to 150,000 MT from official estimates due to larger production. Consumption in MY 2012/2013 increased to 150,000 MT as production was larger than originally expected.

Estimated annual per capita citrus consumption in kilograms is as follows:

Type of Fruit	2011	2012	2013
Lemon	1.59	1.52	1.67
Orange	16.72	13.40	13,69
Tangerine	7.15	3.81	4.29

Sources: Federcitrus, National Institute of Agricultural Technology (INTA, in Spanish), and Top Info Marketing S.A.

## **Trade:**

### *Exports*

Fresh lemon exports for MY 2013/2014 are estimated to decrease to 180,000 MT (down 70,000 MT from USDA estimates), as a result of decreased production and a delay in the beginning of the lemon harvest. Exports for MY 2012/2013 remained stable at 280,000 MT. According to private sources, in the Province of Tucuman, it is possible to produce 350,000 MT of premium-quality fresh lemon to supply export markets. However, the fresh lemon export business is not very attractive due to extremely high costs and low competitiveness. This scenario is not expected to change in the near future unless international lemon prices increase significantly, or there is a larger devaluation of the local currency vis-à-vis the dollar (there was a 20 percent devaluation of the Argentine peso in early 2014 but it was not sufficient to cover increasing costs in dollar terms). In addition, the “All Lemon” certification seal that has been developed by the Argentine lemon sector (see Promotion Section) regulates the volume of fresh lemons for export, based on quality, to avoid steep price decreases.

Following the practice carried out in the past few years, relatively high volumes of fruit are being devoted for processing as a result of the decision made by the industry to export only fresh lemons meeting higher quality standards, thus restricting the export supply and preventing a steep decrease of international prices. This market strategy is working very well and is expected to continue.

Argentina does not export fresh organic lemons, given that fruit undergoes a bleaching process, which is not allowed under organic certification standards. However, some lemon by-products are produced and exported as organic.

For MY 2013/2014, fresh orange exports are expected to decrease to 50,000 MT from official estimates, given a delay in the harvest, decreasing competitiveness in international markets, and high domestic prices. In MY 2012/2013, exports increased marginally to 77,000 MT, compared to latest official estimates of 70,000 MT, due to larger production and stronger demand from export markets as a result of less fruit in the Northern Hemisphere.

Tangerine exports for MY 2013/2014 are expected to remain unchanged at 90,000 MT from official estimates. Exports for MY2012/13 decreased marginally to 87,000 MT from official estimates, as a result of larger domestic consumption and more fruit devoted for processing.

Argentine fresh citrus fruit are exported to about 60 markets. The main export destinations (market share by volume) in CY 2012 and 2013 were as follows:

Fresh Citrus Fruit	Destination	Market Share %

		2012	2013
<b>Lemons</b>	EU	70	68
	Russia	15	15
<b>Oranges</b>	EU	58	65
	Paraguay (*)	31	33
<b>Tangerines</b>	Russia	42	49
	EU	26	18

Source: FAS Buenos Aires, based on data from the Global Trade Atlas (GTIS)

(\*) Market share by value was 5 percent in CY 2013 and CY 2012, while EU market share by value in CY 2013 was 92 percent.

For MY 2013/2014, no major export market diversification is expected for citrus fruit. The EU and Russian markets are not expected to expand significantly as no growth in population is projected, thus, demand is forecast to remain relatively stable. In addition, citrus fruit supply is larger in the Northern Hemisphere producing countries, compared to last year's season. Fresh lemon exports to non-traditional markets have been increasing in the past few years. Although South Africa is a significant challenge for the local lemon sector since it can reach Asia and the Middle East with more competitive prices, Argentine lemon companies are increasingly expanding exports to those non-traditional markets.

In CY 2013, the EU remained the largest export market for most types of Argentine citrus fruit: lemons (68 percent market share from 70 percent in 2012), oranges (65 percent, from 58 percent in 2012), and the second largest market for fresh tangerines (18 percent, down from 26 percent the previous year). In addition, Russia was the largest market for tangerines accounting for an average of 49 percent of total Argentine tangerine exports, and the second largest market for lemons with 15 percent market share. Paraguay was the second largest export destination by volume for oranges, accounting for 33 percent share (although, by value it accounted by only 5 percent share). Other markets which increased exports of Argentine lemons were Ukraine, United Arab Emirates, Albania, Serbia, Jordan, and Georgia, among others.

#### Imports

Citrus imports are expected to remain negligible in MY 2013/2014. This trend is forecast to continue in the future as Argentina is a net citrus fruit exporting country, and especially with government food import restrictions, which have been in place in the past few years (see Policy Section).

#### **Policy:**

##### *Import and Export Regulations*

Export taxes on fruits and vegetables are relatively low. In 2008, the GOA reduced these taxes by 50 percent (Official Bulletin, Decrees Nos. 38/2008 and 40/2008). Currently, export taxes for all citrus fruit are 2.5 percent. Part of Argentina's export tax on citrus is rebated depending on the size of the container.

Export and import tariffs for all citrus types are as follows:

<b>Export and Import Tariffs</b> <b>All Citrus Fruit (HTS codes: 080510, 080520, 080540, 080550)</b>
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For countries outside MERCOSUR AREA		%
Import Tariff		10.00
Statistical Tax		0.50
Export Tax		2.50
Export Rebate for cases containing less than 16 kg.		5.00
Export Rebate for cases containing 16–20 kg.		4.05
Export Rebate for cases containing more than 20 kg.		2.70
For countries within MERCOSUR AREA		
Import Tariff		0.00
Statistical Tax		0.50
Export Tax		2.50
Export Rebate for cases containing less than 16 kg.		5.00
Export Rebate for cases containing 16–20 kg.		4.05
Export Rebate for cases containing more than 20 kg.		2.70

Source: FAS Buenos Aires based on data from Tarifar

The Argentine fruit sector is concerned about the numerous trade restrictions and requirements affecting imports which have been instituted by the GoA. These policies hamper producers in acquiring needed production and processing inputs, which must be replaced by locally-manufactured products at higher costs, and have also reduced citrus imports, although imports have traditionally been small. Other measures require preapproval for imports weeks before beginning the importation process. Additional obstacles include the imposition of strict limits on foreign exchange transactions and restrictions against the payment of dividends and repatriation of profits, more widespread usage of non-automatic import licenses, and difficulties in obtaining certificates of country-of-origin for products to be imported.

#### Phytosanitary Issues

Argentine phytosanitary authorities continue negotiations with China to reopen the market for Argentine fresh lemons. Trade was interrupted in 2005 when China established cold treatment for all citrus fruit, which damaged the fruit quality. The industry has been focusing on other export destinations pending negotiations with officials in China, such as Philippines and Indonesia, among others. Currently, the market is open to fresh “sweet” citrus varieties.

In addition to Fruit fly, Citrus canker, Citrus scab and some mites occurrence in Argentina, two citrus diseases are still of concern for APHIS and the U.S. citrus industry: *Citrus Variegated Chlorosis (CVC)* and *Citrus Greening Disease (Huanglongbing or HLB)*. Following a study on CVC transmission by Argentine and Brazilian experts, APHIS developed a Pest Risk Assessment (PRA) and a set of risk mitigation measures to allow the United States to safely import lemons from northwest Argentina, including Tucumán. On April 10, 2014, APHIS published the draft PRA for stakeholders to review and comment. The comment period will end June 10, 2014.

*Citrus Greening*: On July 4, 2012, APHIS was officially informed that a case of HLB was reported in one infected tangerine tree in Puerto Deseado, Province of Misiones (NEA region of Argentina – close to the border with Brazil). The infected tree was destroyed as a precautionary action. In addition, SENASA intensified the surveillance for citrus species in the area with sampling in 150 premises with negative results for both: symptoms and vector (*Diaphorina citri*) of the disease. SENASA stated that, since the location is not a citrus commercial area, and it is surrounded by national parks, it is likely that this was an illegal introduction from Brazil. Based on the above, SENASA still maintains its HLB-free status.

#### Marketing:

##### Prices

*International (FOB) Prices for Fresh Citrus Fruit*

Fresh lemon FOB prices during MY 2012/2013 were over 10 percent higher than the previous year as a result of less fruit availability in Northern Hemisphere competing countries, such as Spain and Turkey. Overall, fresh orange and tangerine FOB prices were lower than 2011 and 2012 prices due to strong competition from South Africa.

The highest FOB price for lemons during 2013 was \$927/MT (March); for oranges, \$437/MT (June); and for tangerines, \$869/MT (July).

<b>Lemon</b>	<b>FOB Prices (\$/MT)</b>		
	<b>2011</b>	<b>2012</b>	<b>2013</b>
January	700	--	--
February	--	--	--
March	915	839	927
April	644	688	834
May	666	712	807
June	689	703	817
July	716	705	794
August	688	705	781
September	679	759	731
October	--	--	--
November	--	--	--
December	--	--	--
<b>Average</b>	<b>712</b>	<b>730</b>	<b>813</b>

Source: FAS Buenos Aires based on GTIS trade data

<b>Orange</b>	<b>FOB Prices (\$/MT)</b>		
	<b>2011</b>	<b>2012</b>	<b>2013</b>
January	--	--	--
February	--	--	--
March	--	--	--
April	114	--	--
May	495	364	159
June	531	492	437
July	506	441	412
August	519	439	409
September	486	400	427
October	357	--	--
November	116	--	--
December	--	--	--
<b>Average</b>	<b>391</b>	<b>427</b>	<b>369</b>

Source: FAS Buenos Aires based on GTIS trade data

<b>Tangerine</b>	<b>FOB Prices (\$/MT)</b>		
	<b>2011</b>	<b>2012</b>	<b>2013</b>
January	--	--	--

February		894	832	816
March		806	818	813
April		779	806	837
May		818	816	830
June		837	826	857
July		838	908	869
August		842	890	852
September		827	838	845
October		754	784	266
November		--	--	--
December		--	--	--
Average		<b>822</b>	<b>835</b>	<b>776</b>

FAS Buenos Aires based on GTIS trade data

*Wholesale Prices for Fresh Citrus Fruit*

<b>Lemon</b>	<b>Domestic Wholesale Prices (\$/MT)</b>		
	<b>2011</b>	<b>2012</b>	<b>2013</b>
January	1,070	800	1,203
February	1,166	878	973
March	970	800	867
April	646	621	572
May	436	577	480
June	392	491	411
July	392	427	405
August	375	466	431
September	389	470	477
October	442	530	530
November	555	890	800
December	666	1,150	1,080
Average	<b>625</b>	<b>675</b>	<b>686</b>

Source: Buenos Aires Central Market

<b>Orange</b>	<b>Domestic Wholesale Prices (\$/MT)</b>		
	<b>2011</b>	<b>2012</b>	<b>2013</b>
January	308	309	383
February	338	322	363
March	366	423	411
April	448	412	436
May	434	396	441
June	380	361	453
July	345	404	456
August	312	410	420

September		336	416	422
October		380	360	340
November		397	390	340
December		369	400	370
Average		368	384	403

Source: Buenos Aires Central Market

Tangerine	Domestic Wholesale Prices (\$/MT)		
	2011	2012	2013
January	422	386	445
February	366	282	469
March	331	348	427
April	305	285	378
May	331	328	403
June	352	315	444
July	350	313	444
August	347	379	445
September	340	497	423
October	342	460	390
November	433	490	540
December	369	570	560
Average	357	388	447

Source: Buenos Aires Central Market

#### Domestic Retail Prices for Fresh Citrus Fruit

Citrus Fruit	\$/kg
Lemon	2.16
Orange (Navel)	1.36
Orange (Valencia)	1.05
Tangerine (Nova)	0.86
Tangerine (Murcott)	n/a
Tangerine (Dancy)	n/a
Tangerine (Criolla/Montenegrina)	1.42

US\$1 = AR\$8.07 (June 2, 2014)

Source: FAS Buenos Aires based on supermarket prices  
Promotion

“ALL LEMON Tested & Certified for Export” is the Argentine quality seal which certifies the quality of about 80 percent of Argentina’s total lemon production. Currently, this program, created in 2009, carries out audits of the 16 leading lemon producers and exporters in Argentina. Its primary goal is to develop and establish quality standards to be applied by lemon companies, which are committed to export a strictly selected product. Lemons identified under ALL LEMON parameters must comply with:

- High juice content
  - Resistance and durability
    - Firmness
    - Freshness
    - Uniform format
    - Balanced color
    - Skin in optimal condition
    - Traceability and safety.

### Production, Supply and Demand Data Statistics:

Lemons/Limes, Fresh Argentina	2011/2012		2012/2013		2013/2014	
	Market Year Begin: Jan 2012		Market Year Begin: Jan 2013		Market Year Begin: Jan 2014	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	49,000	49,000	49,500	49,500	49,500	49,500
Area Harvested	45,500	45,500	46,000	46,000	4,600	46,000
Bearing Trees	14,500	14,500	14,500	14,500	145,000	14,500
Non-Bearing Trees	1,000	1,000	1,000	1,000	1,000	1,000
Total No. Of Trees	15,500	15,500	15,500	15,500	146,000	15,500
Production	1,300	1,300	1,300	1,350	750	750
Imports	0	0	0	1	0	0
Total Supply	1,300	1,300	1,300	1,351	750	750
Exports	267	267	280	280	250	180
Fresh Dom. Consumption	70	70	65	75	50	70
For Processing	963	963	955	996	450	500
Total Distribution	1,300	1,300	1,300	1,351	750	750

HECTARES, 1000 TREES, 1000 MT

Oranges, Fresh Argentina	2011/2012		2012/2013		2013/2014	
	Market Year Begin: Jan 2012		Market Year Begin: Jan 2013		Market Year Begin: Jan 2014	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	43,700	43,700	43,700	46,100	43,700	46,100
Area Harvested	42,000	42,000	42,000	44,300	42,000	44,300
Bearing Trees	20,500	20,500	20,500	21,600	20,500	21,600
Non-Bearing Trees	1,750	1,750	1,750	1,840	1,750	1,840
Total No. Of Trees	22,250	22,250	22,250	23,440	22,250	23,440
Production	565	565	500	550	550	700
Imports	0	0	0	0	0	0
Total Supply	565	565	500	550	550	700
Exports	85	85	70	77	70	50
Fresh Dom. Consumption	376	376	340	360	365	410
For Processing	104	104	90	113	115	240
Total Distribution	565	565	500	550	550	700

HECTARES, 1000 TREES, 1000 MT

Tangerines/Mandarins, Fresh Argentina	2011/2012		2012/2013		2013/2014	
	Market Year Begin: Apr 2012		Market Year Begin: Apr 2013		Market Year Begin: Apr 2014	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	32,700	32,700	32,700	33,900	32,700	33,900
Area Harvested	32,000	32,000	32,000	33,100	32,000	33,100
Bearing Trees	16,500	16,500	16,500	17,100	16,500	17,100
Non-Bearing Trees	1,800	1,800	1,800	1,850	1,800	1,850
Total No. Of Trees	18,300	18,300	18,300	18,950	18,300	18,950
Production	290	290	250	300	260	300
Imports	0	0	0	0	0	0
Total Supply	290	290	250	300	260	300

<b>Exports</b>	100	100	90	87	90	90
<b>Fresh Dom. Consumption</b>	150	150	130	150	135	150
<b>For Processing</b>	40	40	30	63	35	60
<b>Total Distribution</b>	290	290	250	300	260	300
HECTARES, 1000 TREES, 1000 MT						